

LOS ALAMOS NATIONAL LABORATORY

2020 | ECONOMIC IMPACT ON NEW MEXICO



Economic development

Developing new business, strengthening existing companies, contributing to a diverse economy

The Laboratory invests and partners in economic development initiatives and programs that help stimulate business growth, create jobs, and strengthen our communities. We partner with regional economic development organizations and business service providers throughout

New Mexico, and provide funding and free-of-charge scientific and technical resources for New Mexico businesses.

PROJECTS WITH NEW MEXICO SMALL BUSINESSES	NEW FINANCING ATTRACTED	JOB'S CREATED OR RETAINED	WITH SALARIES TOTALING
7,315	\$353.6M	12,199	\$465.3M

Cumulative information on economic development programs since 2001.

One of the Laboratory's initiatives, the New Mexico Small Business Assistance program (NMSBA) assists for-profit businesses in New Mexico with access to subject matter experts and cutting-edge technologies at Los Alamos and Sandia national laboratories to solve technical challenges.

Economic Development | Patrick Duran | (505) 665-4400
www.lanl.gov/community/economic-development.php

FOR EVERY **\$1** TAX CREDIT INVESTED IN
THE NMSBA, THE STATE OF NEW MEXICO
RECEIVES A RETURN OF **\$1.54.***

Technology Engagement & Entrepreneurship
Mariann Johnston | (505) 667-4391 | mjohnston@lanl.gov
www.lanl.gov/feynmancenter

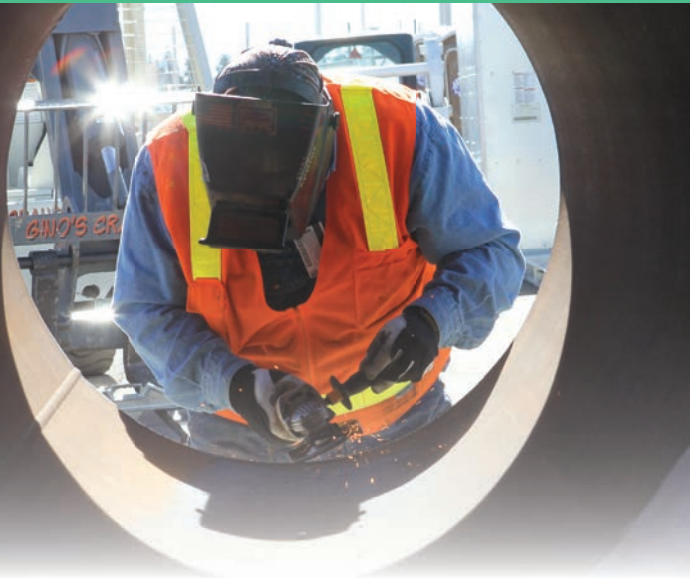
* Surveys, conducted by a third-party contractor, were performed with participating clients in each program six months to one year after project completion. This information is based on CY 2019 data.



Northern New Mexico fruit business Freshies NM invested in greenhouses with supplemental heaters to avoid late frost crop loss. The Laboratory's NMSBA program identified temperature monitoring equipment to collect information on wind speed/ direction, and soil moisture and chemistry. This data is available online at any time to help anticipate freeze events, and automate the use of heaters only when frost is imminent.

Workforce development

Investing to develop local talent for the Laboratory and the region

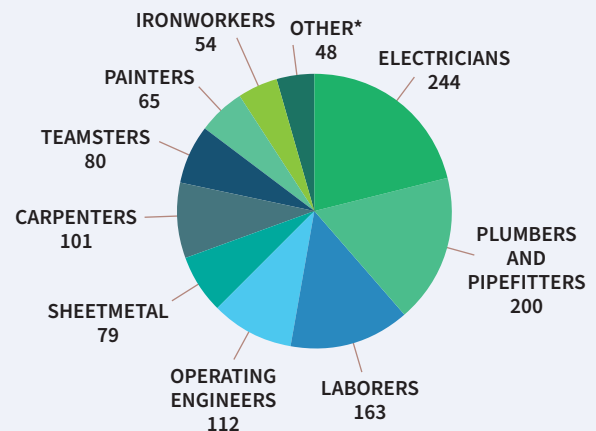


A skilled workforce is crucial to the future of the Laboratory and Northern New Mexico. The Laboratory is working with education, business and government partners to ensure the projected workforce needs for the Laboratory and the region are met — strengthening the local economy.

Programs include:

- ▶ Radiation protection degree for 40 students every year (Northern NM College, started in FY19)
- ▶ Engineering machining degree for students who also intern at LANL (Santa Fe Community College)
- ▶ Established high school program to prepare seniors for Craft trades with NM Building & Construction Trades (Taos and Questa high schools)

UNION EMPLOYEES 9.3% OF THE WORKFORCE
1,146



*Other union workers: Insulators, Roofers, Masons

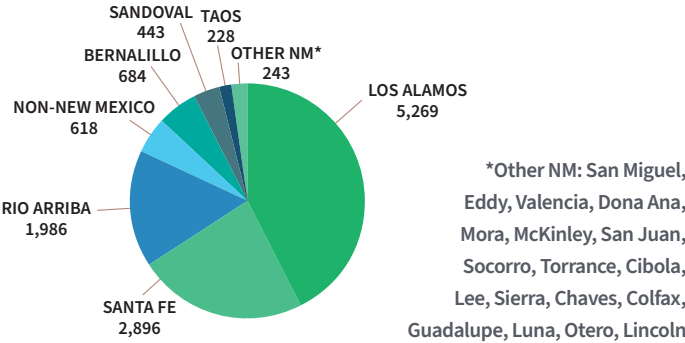


Employment

Providing solutions to the most pressing issues facing the nation

Los Alamos National Laboratory is a workplace that attracts, inspires, and develops world-class talent to ensure a vital future workplace. Diversity fuels our innovative, agile, and principled workforce which is essential to solving problems of global importance.

12,367
TOTAL EMPLOYEES BY COUNTY OF RESIDENCE



40.4% OF LOS ALAMOS EMPLOYEES ARE NATIVE NEW MEXICANS

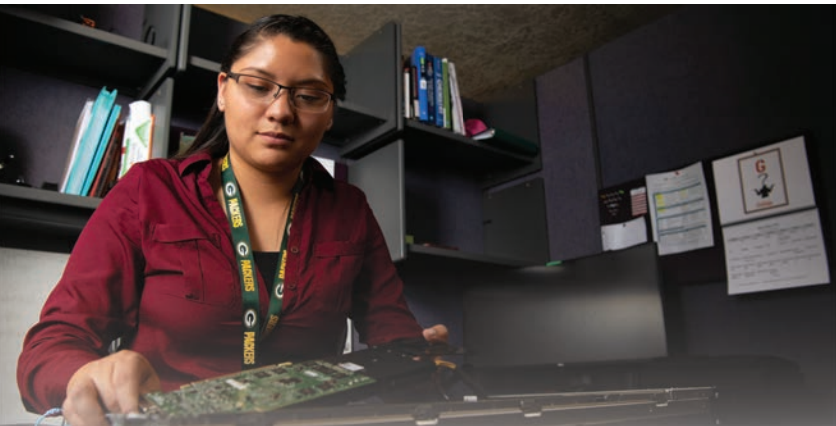
TOTAL BUDGET FOR FISCAL YEAR 2020
\$3,000,000,000

31% OF OUR REGULAR/TERM EMPLOYEES HAVE AT LEAST ONE DEGREE FROM A NEW MEXICO COLLEGE OR UNIVERSITY

ANNUAL SALARY DISTRIBUTION BY COUNTY
\$1,240,816,293*

LOS ALAMOS:	_____ \$631,396,623
SANTA FE:	_____ \$301,367,413
RIO ARRIBA:	_____ \$140,507,039
BERNALILLO:	_____ \$43,048,316
SANDOVAL:	_____ \$40,644,206
TAOS:	_____ \$14,179,442
OTHER:	_____ \$69,673,254

* Craft/contractor salaries not included



Community Partnerships Office
Kathy Keith | (505) 665-4400 | kkeith@lanl.gov
www.lanl.gov/community/index.php

Small business procurement

Purchasing quality products and services from small businesses while ensuring that the needs of the laboratory and its customers are met

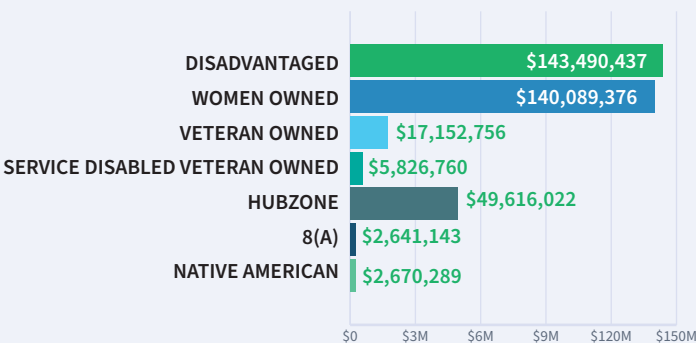
Payments made to suppliers as a result of Laboratory procurements help drive economic growth in New Mexico and the nation. The

staff in our Small Business Program and procurement personnel work closely with small businesses to learn about the goods and

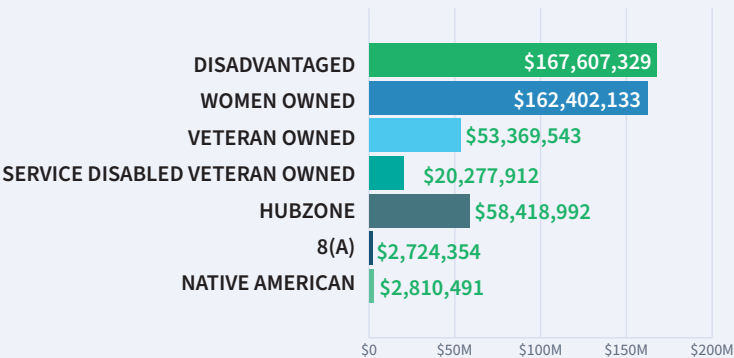
services available to the Laboratory and inform them about subcontracting requirements and opportunities.

The Laboratory spent 65.3% of its procurement dollars with small businesses

NEW MEXICO SMALL BUSINESS
\$413,448,617



TOTAL SMALL BUSINESS
\$651,533,469



A single small business can qualify for more than one category.

Small Business Program | Chris Fresquez
(505) 667-4419 | business@lanl.gov

Awards for subcontracted goods and services, and Purchase Card acquisitions

TOTAL LABORATORY \$1,095,722,987 TOTAL NEW MEXICO \$494,243,754

Solving national security challenges through scientific excellence



Los Alamos National Laboratory has a proud history and heritage of science and innovation. Today, as the senior laboratory in the Department of Energy system, Los Alamos serves the nation by applying world-changing science and technology to current and emerging national and global security challenges.

Through our relations and partnerships across government agencies, laboratories, universities, and industry, we deliver the best possible science and technology results for the nation while making a positive impact on our New Mexico communities and economy.* To fulfill our commitments, we will be cost effective and efficient and operate with quality and reliability.

* The data in this brochure have been derived from the Laboratory's financial system for payments made in fiscal year 2020 (October 1, 2019, through September 30, 2020), unless otherwise noted. The charts and explanations expand on the financial impact of the Laboratory's spending.

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